

Steel Makers Realize That Present Market Is Adapted to Buyers

NEW YORK.—Steel makers recognize that this is a buyers' market. Railroad executives know it. Other steel consumers are alive to the situation.

At the same time the margin of profit is so small that steel producers hesitate to make the plunge in prices. Yet, to secure business in sufficient amount to yield specifications that will keep plants operating at 50 per cent of capacity some inducements must be made to consumers.

Producers and consumers are a unit in demanding lower freight rates. The carriers are not averse to a lower tariff if operating expenses can be reduced in proportion to the proposed cut in rates.

Lower railroad operating expenses can be brought about only by a lower wage scale and reduction in prices for supplies, especially coal.

Lower freight rates, lower production costs of steel and of manufactured products would result in lower selling prices.

Lower selling prices would follow reduced cost of output; at least makers would be placed in a better position to grant concessions demanded by consumers.

Thus, as well as the future of business in iron and steel is dependent upon labor. This means organized labor, because the unions are more strongly entrenched on the rail lines and in the coal mines than in other industries.

All of the trouble experienced now and impending could be avoided if the railway union men involved, it is held, would accept their share of the burden of readjustment in trade and industry.

Shareholders of the Steel corporations continue to face better than competitors, but even the former are failing to maintain operating schedules. Last week's output of steel fell below 45 per cent of capacity, and the average of operations since January 1 was less than 45 per cent, against 48 per cent in December.

Independent steel companies are getting the share of surplus business and their productive capacity could seem to indicate they should have. This is shown in average operations of 39 per cent of capacity in January and a 31 per cent average in December. These percentages indicate that independent mills as a whole are falling about 5,000 tons a day below the Steel corporations' output.

It is not surprising under these circumstances that independent mills find it necessary to attract buyers through special inducements. The avenue chosen is through disregard of the Pittsburgh basing system. More mills at Buffalo and Cleveland

Sunday School Lesson

CONTINUED FROM PAGE FOURTEEN position as the guardian of the nations of the earth. We have a race problem that is red—the Indian who we have killed this home before we came; we have a black—the black negro is here; and he is here to stay; we have a problem that is yellow—the oriental is not waiting to be invited, he is coming; and we have a problem that is white—the European peoples who have long lived in darkness and oppression and come to the torch of liberty. Are we to meet them with scorn that leads one race to look down upon another? or contempt and superiority? If the heart of Jesus was big enough for humanity, surely the heart that loves Jesus ought to have a sympathy that is race-wide. Major General Miles, American chief of staff, said lately that if ever again there should be a disastrous world war, it would be the fault of the American churches, who, while professing love for all mankind, yet covertly teach that the Anglo-Saxon is the one and only God-favored race.

The Healing Power.
The circumstances of Naaman's cure were such that he could not ascribe it to the king of Israel, nor to the prophet Elisha, nor to the River Jordan, but the conclusion was inescapable that the cure was the work of Israel's God. From that day he revered Jehovah, and repented of his sins. The prophet interceded with God that Naaman might be forgiven for siding his king in his pagan worship. He could not forget the power that had healed him of a disease never known to be cured before. The resources of the Almighty are unlimited, and He only requires for us to lay aside the pride that hampers us and obey Him in spirit and truth. "Bless Jehovah, O my soul, and forget not all His benefits, who forgiveth all thine iniquities; who healeth all thy diseases."

World's Sunday Sermon

CONTINUED FROM PAGE FOURTEEN for but possession." In all things it becomes us to take God at His word and be on the aggressive. Let us not sit still but let us go at once and unfeignedly against everything that is evil.

We sometimes wonder, and I am not amazed at it where the aggressive spirit is among Christians. Men search the land and they find it is a land of darkness, a land of shame, a land given to drunkenness, immorality and crime, where many have denied and defied the divine name and have not tasted the comforts of redeeming love. And we have men who write long articles in magazines portraying the seemingly unparalleled wickedness of our great cities, and yet we remain morally indifferent to the great work that needs to be done. Oh, for another Caleb and another Joshua—for men of another spirit who are ready to say: "Let us go up once to possess it, for we are well able to overcome it." God gives us an abundant supply of that kind of men in the nation and in the church of Jesus Christ.

Wife and Rival She Murdered

Mrs.
Catherine
Rosier.
Below:-
Miss
Mildred
Beckitt.



as well as of Chicago and even in eastern Pennsylvania, are endeavoring to protect themselves in their natural territory against Pittsburgh competition by quoting prices f. o. b. their own mills, not f. o. b. Pittsburg.

Railroad buying in January was disappointing. Fabricated structural steel orders also have not fulfilled expectations. Oil company orders have fallen off. One encouraging feature is the buying of wire products by western jobbers and dealers who serve the agricultural industry. Stocks of wire products in hands of western jobbers are low, the lowest in several years. One jobber is borrowing from another, late and airline mill shipments to fill orders. The bulk of busines is going to the largest interests. Export wire orders are satisfactory. The larger orders, however, are at the expense of price, as is to be expected in a buyers' market.

PIONEER MERCHANT IS DEAD

One of the First to Seize Opportunity When Mines Opened.

DOUGLASS. Feb. 11.—George L. Morrison—who was engaged in the grocery business between here and Fisher, in what is commonly called North Century, died suddenly Monday afternoon from paralysis of the heart. He was 45 years old, and is survived by a wife and three children.

He was one of the first men to engage in business during the flush times following the opening of the mines in this district a few years ago. Funeral services were held at the family home Wednesday conducted by Rev. Guy C. Tetrick, and interment was in Fairview cemetery at Joplin.

EDMONDSOON CASE UP AGAIN

Effectiveness of Compromise Now a Matter of Doubt.

Special to The World. Feb. 11.—The Edmondson road controversy, which for a time seemed about to be compromised, has taken a new angle, since it is reported that several citizens have undertaken to open up the section lines by working through the Edmondson land.

It was thought for a time that the master could be compensated adequately by permitting Edmondson to give a road on his own land in lieu of the section lines going through his farm.

Mental Facts.
"Has your boy a retentive memory?" asked Farmer Comtoose. "Josh knows the names of more race horses and motion picture actors than anybody else in the country."

The planet Venus moves around the sun at an average speed of 22 miles a second.

MAXWELL AUTO WHEEL and Body Works

19-23 East Archer, Tulsa, Okla.

School and Jitney Buses, Commercial Bodies, Stake Bodies and Bus Racks

Auto, Truck and Wagon Wheels Built and Repaired. Spring and Axle Work a Specialty

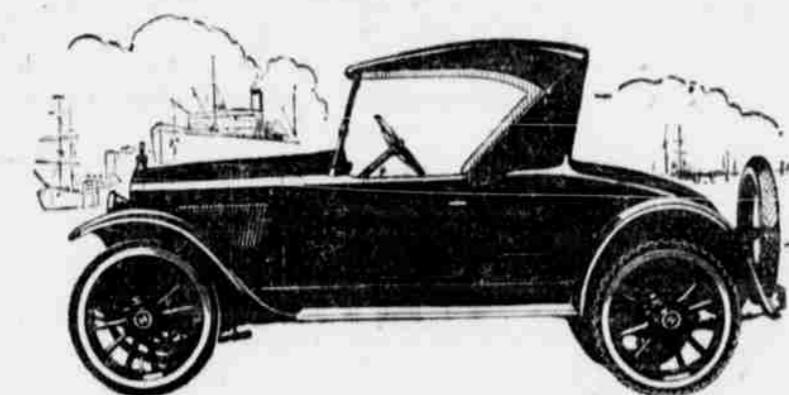
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Osage 7918. We Guarantee Our Work. Out-of-Town Orders Taken Care Of.

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Nothing more than the sound, simple elements which stand out so differently, and so distinctly, in the Hupmobile:

REAL ECONOMY in daily operation and yearly up-keep; LONG LIFE; and CONSPICUOUSLY FINE PERFORMANCE.

These are the essentials which buyers always seek in a motor car.

They are the things Hupmobile owners enjoy, and from which they derive the deep-rooted satisfaction now regarded as a tangible part of Hupmobile ownership.

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and his young wife constantly complained of neglect.

The other woman in the triangle was an attractive, vivacious blonde.

Mrs. Rosier had surprised the pair in Rosier's office alone. After the shooting she collapsed and a vial of poison fell from her dress.

The slain stenographer was her friend, she declares, and had betrayed her.

"I was Intoxicated."

"When I was in the hospital three months ago, having my baby she and he kept running together," she said today. "I was intoxicated when I killed them."

One quotation in the diary of the slain man reads:

"Above everything truthareth away the victory."

Below this quotation is another reading:

"There is an honor that is fine gold that rewards each man justly that loves the life, that regards kindness and fairness more highly than goods or riches or profits. It becomes a man more than his furnishings or his home. It speaks for him in the heart of everyone. His friendships are serene and secure. His strength is like the young tree by the river."

Gas Quality Near Uniform

Special to The World.

WASHINGTON. Feb. 8.—Preliminary figures obtained in the course of the fifth semiannual survey of motor gasoline, being conducted by the bureau of mines, indicate, when compared with the 1919, 1920 and 1921 surveys, a marked uniformity in the average quality of gasoline marketed for sale during the winter months. On the other hand, gasoline sold during the summer months seems to vary in average character from year to year. The average distillation figures for gasoline sampled in New York, Washington and Pittsburgh, the three cities so far covered, was given out.

The samples collected by the bureau of mines in New York show a slight increase in volatility from 1920 and 1921 surveys, and those from Pittsburgh a slight decrease.

A complete report of the survey, which covers the larger cities of the United States, will be issued within a few weeks.

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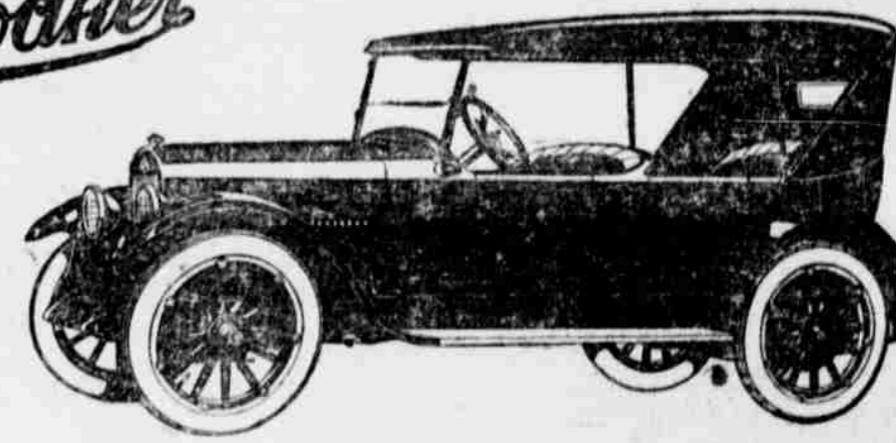
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You get more for your money in the Studebaker LIGHT-SIX than in any other car in the thousand-dollar class. Because:

- (1) Studebaker had the biggest volume in its history in 1921.
- (2) Studebaker sales in 1921 were 29 per cent greater than in 1920 while the total of all other makes was 45 per cent less than in 1920.
- (3) Studebaker is the world's largest builder of six-cylinder cars—builds nothing but sixes.

Studebaker builds the LIGHT-SIX for less than it costs most manufacturers to turn out a four, because it is produced complete in the Studebaker plants.

The average list price of the better-known fours is \$1200. This does not include the high-priced fours. The Studebaker LIGHT-SIX Touring Car lists at only \$1045.

Studebaker builds economically and sells at a low price because of continuous large volume, efficient production and skillful purchase of materials.

The new low price of the LIGHT-SIX was established without lowering the quality one iota. Its intrinsic value is unsurpassed in the industry, regardless of price. Today's price of the Studebaker LIGHT-SIX is the lowest at which it has ever been sold.

The New LIGHT-SIX

\$1045

L. o. b., South Bend

Light-Six	
5-Pass., 112" W. B., 40-H. P.	\$ 875
Chassis	1200
Touring	1425
Roadster (3-Pass.)	1045
Coupe-Roadster (2-Pass.)	1375
Sedan	1750

Special-Six	
5-Pass., 119" W. B., 50 H. P.	
Chassis	\$1200
Touring	1475
Roadster (2-Pass.)	1425
Roadster (4-Pass.)	1475
Coupe (4-Pass.)	2150
Sedan	2350

Big-Six	
7-Pass., 126" W. B., 60 H. P.	
Chassis	\$1500
Touring	1785
Coupe (4-Pass.)	2500
Sedan	2700

Thomas Motor Company
617-619 South Boulder St. Tulsa, Okla.

MASON'S GARAGE

This is a Studebaker Year